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# GLADIOLI WHOLESALE LIST

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## Austin Originations

No Collection Complete Without  
These Beautiful Varieties



FALL 1922    SPRING 1923

## A. H. Austin Co.

HOME OF ELM HILL GLADIOLI

WAYLAND, OHIO

# Austin Originations

## All Prize Winners—All Business Bringers

We can now furnish Evelyn Kirtland, Gretchen Zang, Herada and Bertrex in large quantities and at reduced prices.

VARIETY	Bulb Sizes Size Numbers	Per	Bulb Sizes						Bblts
			1 ½ in. No. 1	1 ¼ in. No. 2	1 to ¾ in. No. 3	¾ to ½ in. No. 4	½ to ¼ in. No. 5	¼ in. and less No. 6	
EVELYN KIRTLAND—Dark rosy pink at edges shading to shell pink at center with brilliant scarlet blotches on lower petals. Very tall. ....									
	1000	\$55.00	\$45.00	\$35.00					
BERTREX—White. Many flowers open at one time. Valuable florists' variety. ....									
	1000	50.00	40.00	32.00	26.00	20.00	16.00		
HERADA—Blooms of immense size. Color pure mauve glistening and clear. A variety suitable for all occasions and one of the best money makers. ....									
	1000	55.00	45.00	35.00	\$26.00	\$21.00	\$17.00		
GRETCHEN ZANG—Large sparkling blooms of beautiful shade of soft pink blending into scarlet on lower petals. ....									
	1000	40.00	32.00	26.00	20.00	16.00	12.00		
ROSE WELLS—Large wide open flowers; clear pale rose with small attractive blotch of lilac-rose touched yellow. Spike similar and nearly as tall as Evelyn Kirtland. ....									
	100		5.00	4.00					
WHITE CLUSTER—Large blooms of remarkable substance. Pure white with touch of rose in throat. Valuable for design work. ....									
	100	5.00	4.00						
MARY BELLARD—Fine wide open white flower showing small thumb print of lavender on lower petal. The spike is tall, straight, and supports the large blooms gracefully. ....									
	100	8.00	7.00	6.00	5.00	4.00	3.00		
CARDISUN—Very dark cardinal red with almost black throat. Attracts attention. Always in strong demand. ....									
	100	4.00	3.00	2.00					
WAMBA—Enormous salmon. Form unusual and distinctive; valuable for hybridizing; is one of the parents of the Evelyn Kirtland. Holding for increase of stock. ....									
	100				8.00	6.00	4.00		
WHITE CREPE—A good sized white bloom with brilliant cerise markings on lower petal. Very showy under electric light. Tall graceful spike. This variety sports frequently the variation presenting a crinkled crepe-like appearance, flushed lavender and with throat markings less pronounced than in plain peteled flower. All the blooms have a sparkling frosted appearance. An Iris enthusiast likens it to the beautiful Zua of the Irises. ....									
	100	6.00	5.00	4.50	4.00	3.50			

# Standard Varieties



VARIETY	Bulb Sizes _____		1 1/2 in. 1 1/4 to 1 to 3/4 to 1/2 to 3/8 to Bblts and up 1 1/2 in. 1 1/4 in. 1 in. 3/4 in. 1/2 in. Per					
	Size Numbers _____	Per	No. 1	No. 2	No. 3	No. 4	No. 5	No. 6 Bu.
AMERICA—Lavender pink. _____	1000	\$15.00	\$12.00	\$9.00	\$7.00	\$5.00	\$3.00	\$7.50
AUGUSTA—Florists' white _____	1000	15.00	12.00	9.00	7.00	5.00	3.00	7.50
BARON HULOT—Best blue _____	100	6.00	5.00					PerM
CRIMSON GLOW—Large blooms a deep brilliant crimson, blotched deep velvety crimson _____	100				7.00	6.00	5.00	8.00
EMPRESS of INDIA—A rich dark red of unusual color, buds like black satin _____	100	3.00	2.50	2.25				
FLORA—Beautiful light yellow, very large _____	100				4.50	3.50	2.50	3.00
HALLEY—Salmon pink _____	1000	25.00	20.00	16.00				
LeMARECHAL FOCH—Very delicate pink with enormous wide open flowers, very strong growers _____	1000				50.00	35.00	25.00	3.00
LILYWHITE—Pure white, early and good forcing variety _____	1000	50.00	40.00	30.00	25.00	20.00	15.00	2.00
MRS. DR. NORTON—Silvery white, daintly tinted pink, immense blooms on tall graceful spike _____	1000	100.00	80.00	65.00	50.00	40.00	30.00	
MRS. FRANCES KING—Flame color _____	1000	15.00	12.00	10.00				
MRS. FRANK PENDLETON JR.—Large blooms of rose pink blotched carmine. Tall grower _____	1000	35.00	28.00	22.50				
MRS. WATT—Color American Beauty Rose _____	1000	25.00	22.00					
MYRTLE—Arbutus pink. Early and in great de- mand by florists' _____	1000					25.00	20.00	5.00
NIAGARA—Creamy yellow, with primrose throat _____	1000	32.00	25.00	20.00				
PANAMA—Large rose pink _____	1000	28.00	23.00	18.50	15.00	13.00	11.00	
PRIMULINUS HYBRIDS—One of the best mixtures, comprising some of the finest named va- rieties of this race of dainty flowers _____	1000	20.00	17.00	14.00	12.00			
PRIMULINUS SPECIE—The original specie. Pure orange color _____	100		2.00	1.75				
SCHWABEN—Very large light yellow. _____	1000	32.00	25.00	20.00				
ALL COLOR MIXTURE _____	1000	14.00	12.00	10.00				

WHITE WONDER, PINK WONDER, ALBANIA, CARMEN SYLVIA, JENNY LIND, WHITE CITY, MURIEL, ODIN and other new and desirable varieties which we have in small quantities priced in our list of Trial Ground Offerings.



EVELYN KIRTLAND

## TERMS

5% discount for cash with order

3% discount for fall delivery.

Special discount for orders of \$500.00 or more.

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## RATES

25 bulbs at 100 rate

250 bulbs at 1,000 rate

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## ANNOUNCEMENT

It has long been our custom, as a part of our Trade Business, to become acquainted with the new and much advertised varieties, by testing them on our own Trial Grounds, and this year we are issuing a TRIAL GROUND LIST giving descriptions and prices of varieties that have stood the test and that we can recommend as desirable for every purpose.

This List can be obtained from our wholesale business office at Wayland, but to save delay address:

AUSTIN TRIAL GROUNDS

356 North Freedom Street,  
RAVENNA, OHIO

# HOW TO FIND US

## Elm Hill Farm

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Elm Hill Farm is centrally located in one of the great flower growing sections of the United States, being about midway between Cleveland and Pittsburgh on the improved Inter-County Highway between Akron and Warren, one mile west of Wayland Station and seven miles east of Ravenna, Ohio. R. C. Bellard, Mgr.

Trial Grounds and Residence of A. H. AUSTIN  
356 N. Freedom St., Ravenna, Ohio



**BUSINESS OFFICE AT FARM**

**WAYLAND, OHIO**

**TELEPHONE AND TELEGRAPH, RAVENNA, OHIO**

**EXPRESS OFFICE, WAYLAND, OHIO**

**ALL MONEY ORDERS PAYABLE AT RAVENNA, O.**